

Message Text

UNCLASSIFIED

PAGE 01 BONN 08882 122121Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 (ISO) W
-----099447 132151Z /41

R 121954Z MAY 78
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 8527
AMCONSUL FRANKFURT

UNCLAS BONN 08882

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - SAM DICK INDUSTRIES, INC.
SEATTLE, WASHINGTON

DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOCATE
ONLY THE FOLLOWING PROSPECT(S):

AMCONSUL FRANKFURT COMMENT:
ACCORDING TO RELIABLE TRADE AND INDUSTRY SOURCES, THE
BEST FEASIBLE MANNER WITH WHICH TO ENTER THE WEST GER-
MAN MARKET WITH THE SYSTEMS OFFERED IS THROUGH
UTILIZATION OF EXISTING DISTRIBUTION CHANNELS OF WEST
GERMAN ORIGINAL EQUIPMENT MANUFACTURERS (O.E.MS). THE
PRESSURE VESSELS REQUIRE TEST CERTIFICATES FROM TUEV,
ACCORDING TO GERMAN INDUSTRIAL STANDARDS DIN 30696
(VAPORISERS FOR LPG), WHICH WOULD BE DIFFICULT TO OB-
TAIN WITHOUT THE BACKING OF A BONA FIDE MANUFACTURER.
THE SAME APPLIES TO THE ELECTRIC CURRENT CARRYING
EQUIPMENT, FOR WHICH TESTING AND CLEARANCE CERTIFI-
CATES WILL HAVE TO BE OBTAINED FROM THE PERTINENT
WEST GERMAN ELECTRICAL EQUIPMENT ENGINEERING SOCIETY,
VDE.-

MAJERT GMBH & CO. KG
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POSTFACH 49
SIMON-ARZT-STR. 4
D-5303 BORNHEIM-HERSEL
CONTACT: MR. RUDOLF MAJERT
PHONE: 02222 - 8076
COMMENT: MR. MAJERT PRINCIPALLY INTERESTED IN PROPOSAL,
HOWEVER, GERMAN TEST CERTIFICATES FOR EQUIPMENT NEC-

ESSARY. US FIRM SHOULD WRITE ASAP. GERMAN FIRM HAS
CONTRACTS WITH REGO COMPANY, CHICAGO, AND BLACKMER
PUMPS, MICHIGAN.

SHOULD ANOTHER EXPRESSION OF INTEREST BE ELICITED, THE
EMBASSY WILL REPORT IT IMMEDIATELY.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
STOESSEL

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NNN

Message Attributes

Automatic Decaptioning: Z
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Subject: ADS REQUEST - SAM DICK INDUSTRIES, INC. SEATTLE, WASHINGTON DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOC
TAGS: BEXP, GE
To: COM
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vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/fbe616a0-c288-dd11-92da-001cc4696bcc
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